



FIG. 1

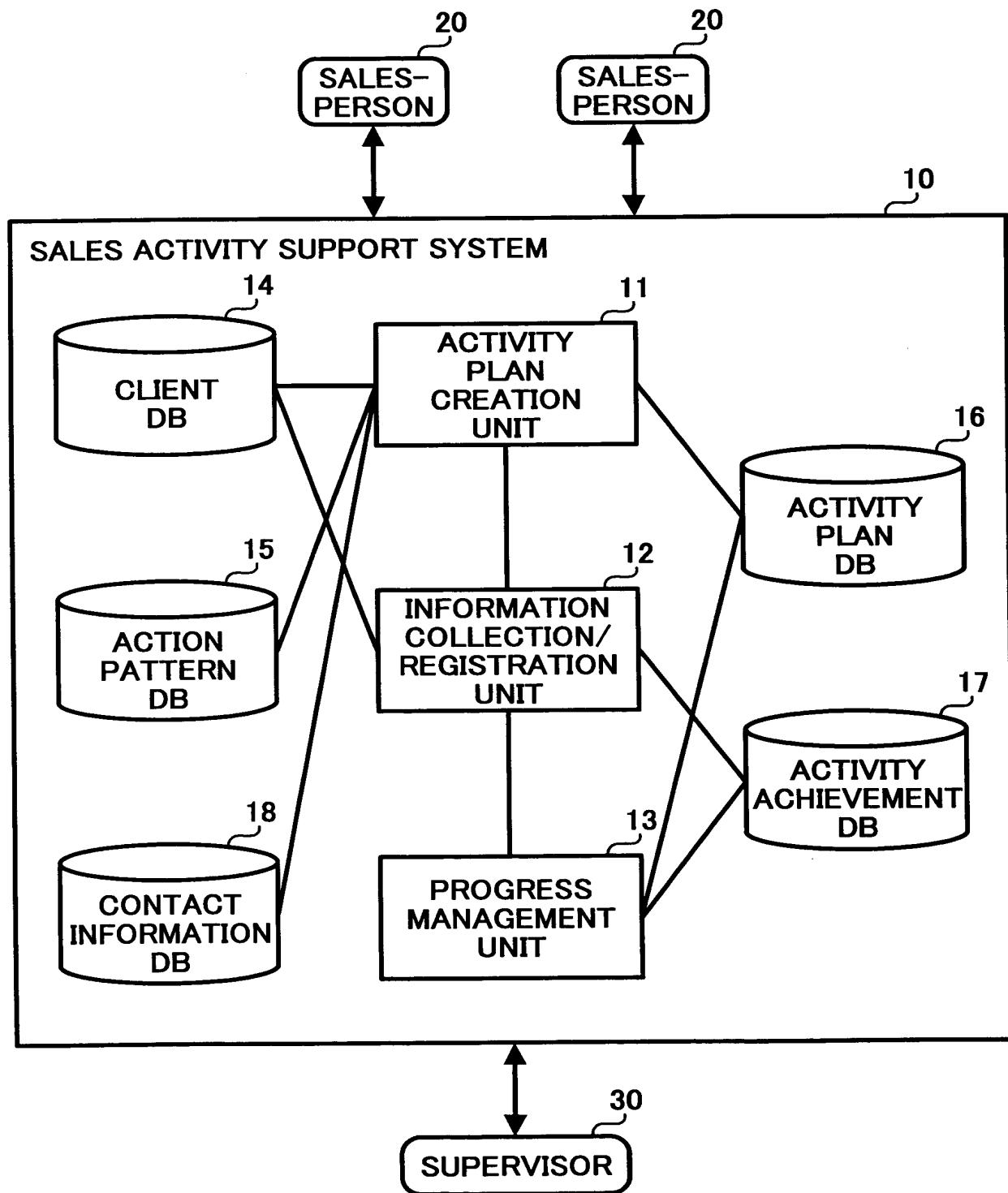


FIG. 2

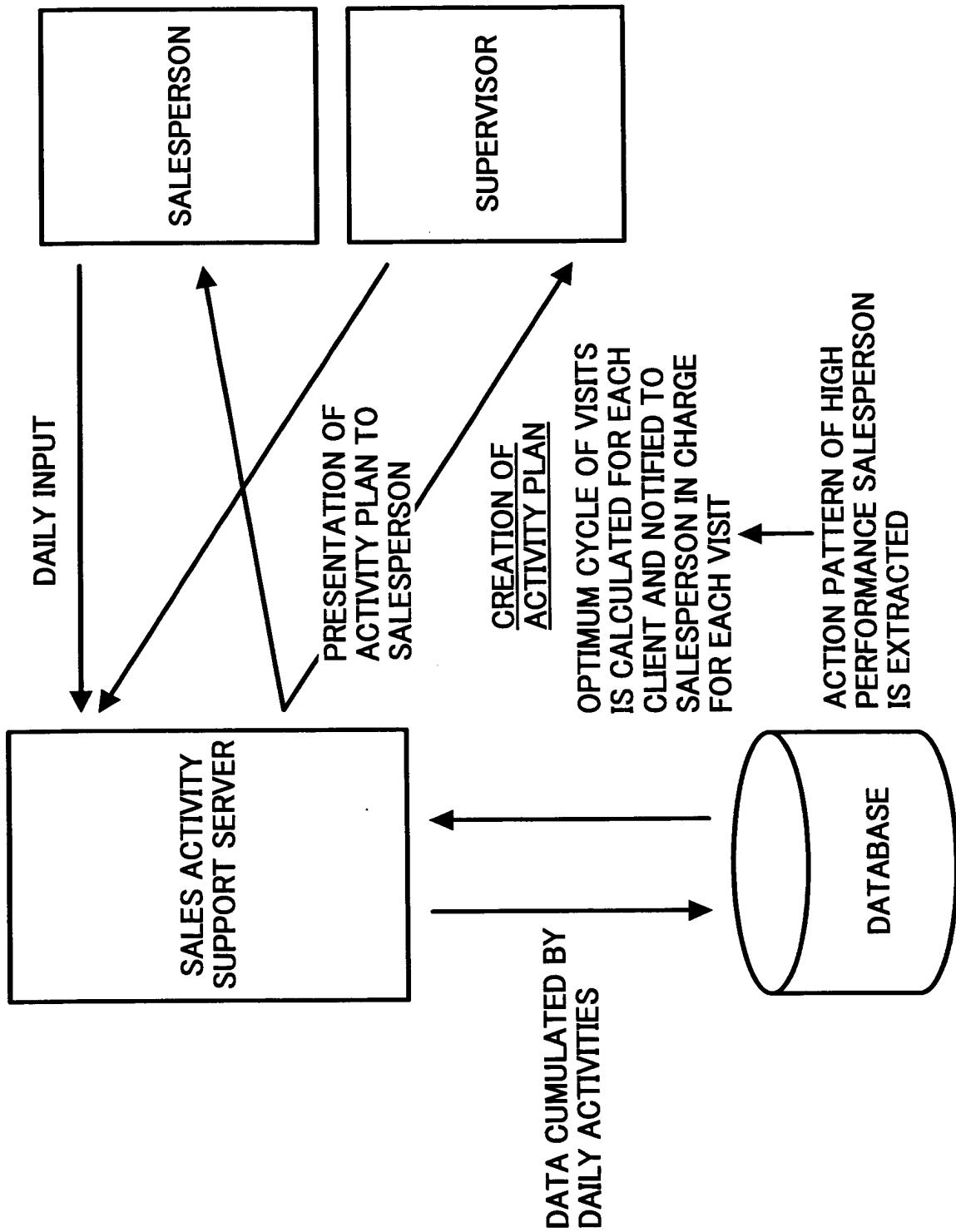


FIG. 3

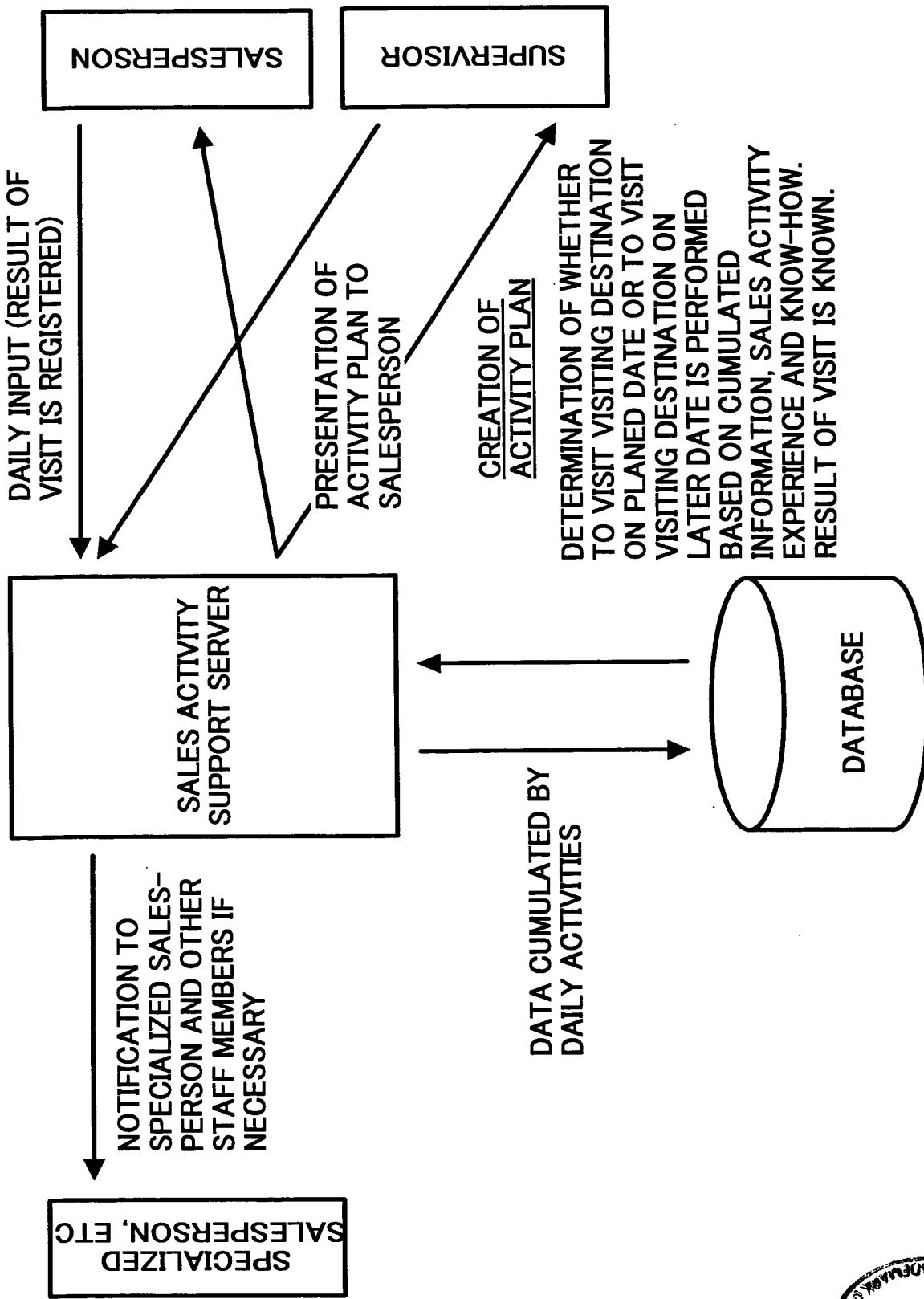
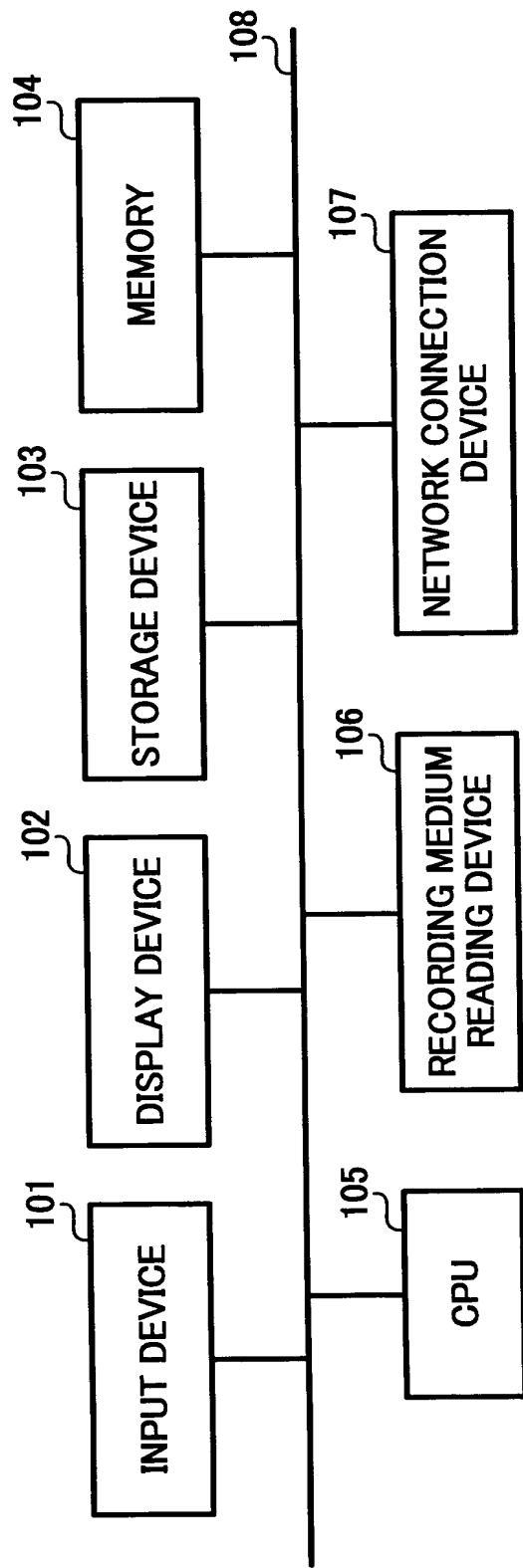


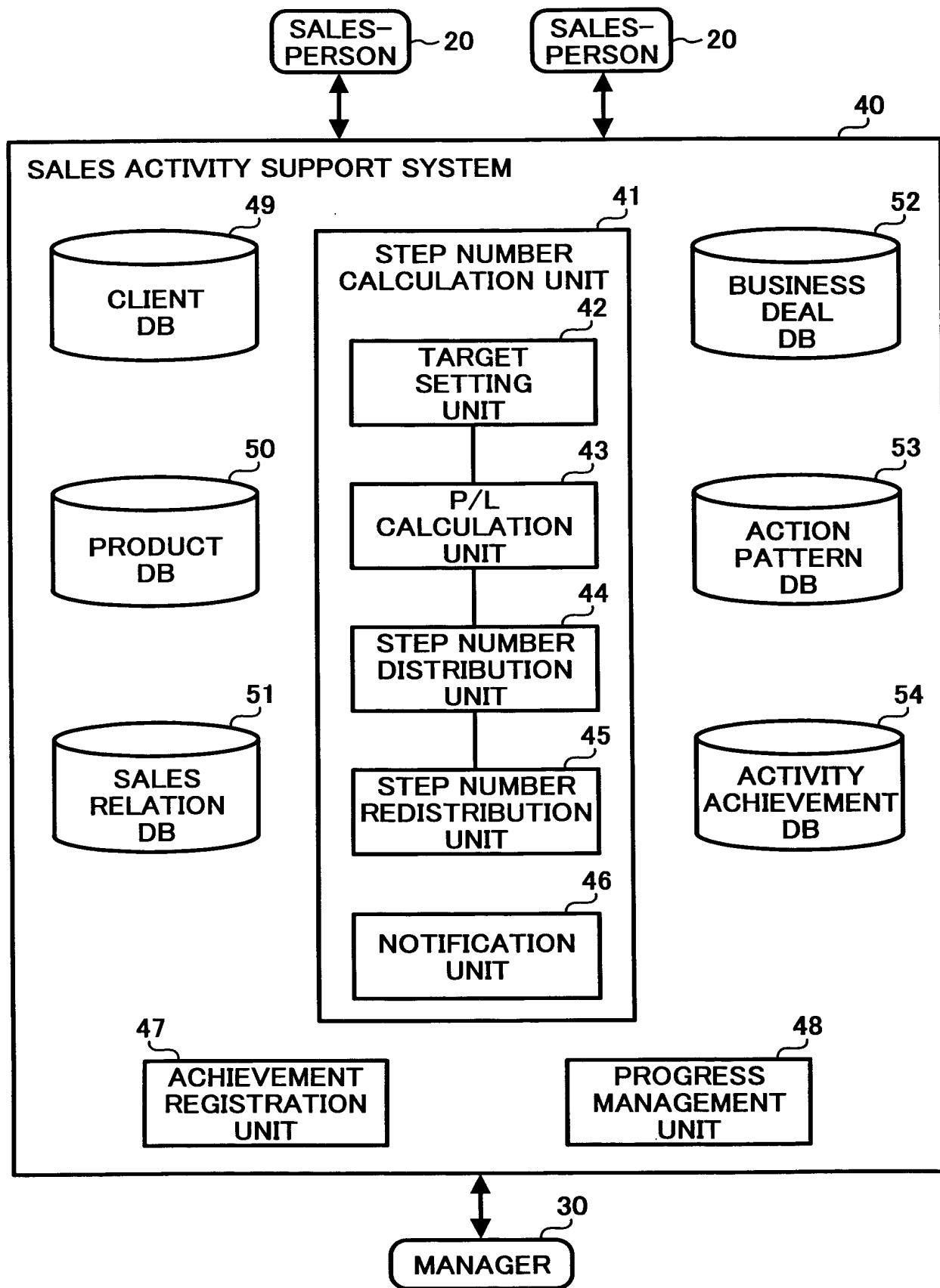
FIG. 4





Application No.: 10/617,261  
Inventor: Toyoji IKEZAWA et al.  
Docket No.: 116692004000  
Title: SALES ACTIVITY SUPPORT SYSTEM . . .

FIG. 5





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Inventor: Toyoji IKEZAWA et al.  
Docket No.: 116692004000  
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6  
FIG.

SALESPERSON : ★★  $\Delta \nabla \Delta$

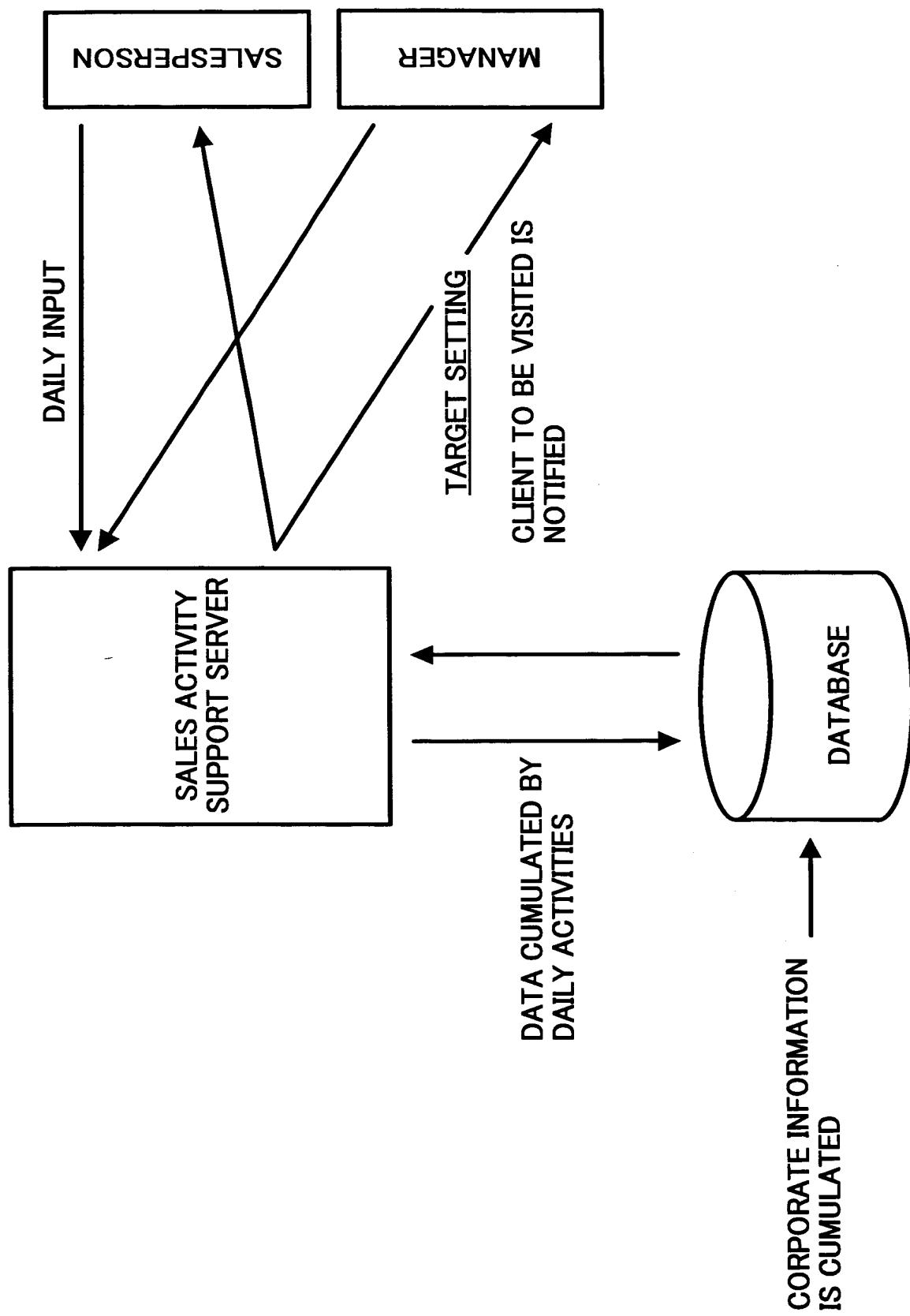
FIRST HALF OF YEAR 20XX

NO. RANK	TARGET	PRODUCT	BUSINESS DEAL NUMBER	MATURITY LEVEL	P/L	STEP NUMBER (NUMBER OF DAYS)	TOTAL					
							APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
1 5	A COMPANY	MFP	001	8	10999	0	0	0	0	0	0	0
2 5	B COMPANY	COPIER	002	6	9999	0	0	0	0	0	0	0
3 4	C COMPANY	FAX	003	7	3000	0	0	0	0	0	0	0
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL						0	0	0	0	0	0	0
NUMBER OF BUSINESS DAYS							□	□	□	□	□	□

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FIG. 7



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Docket No.: 116692004000  
Title: SALES ACTIVITY SUPPORT SYSTEM . . .

FIG. 8

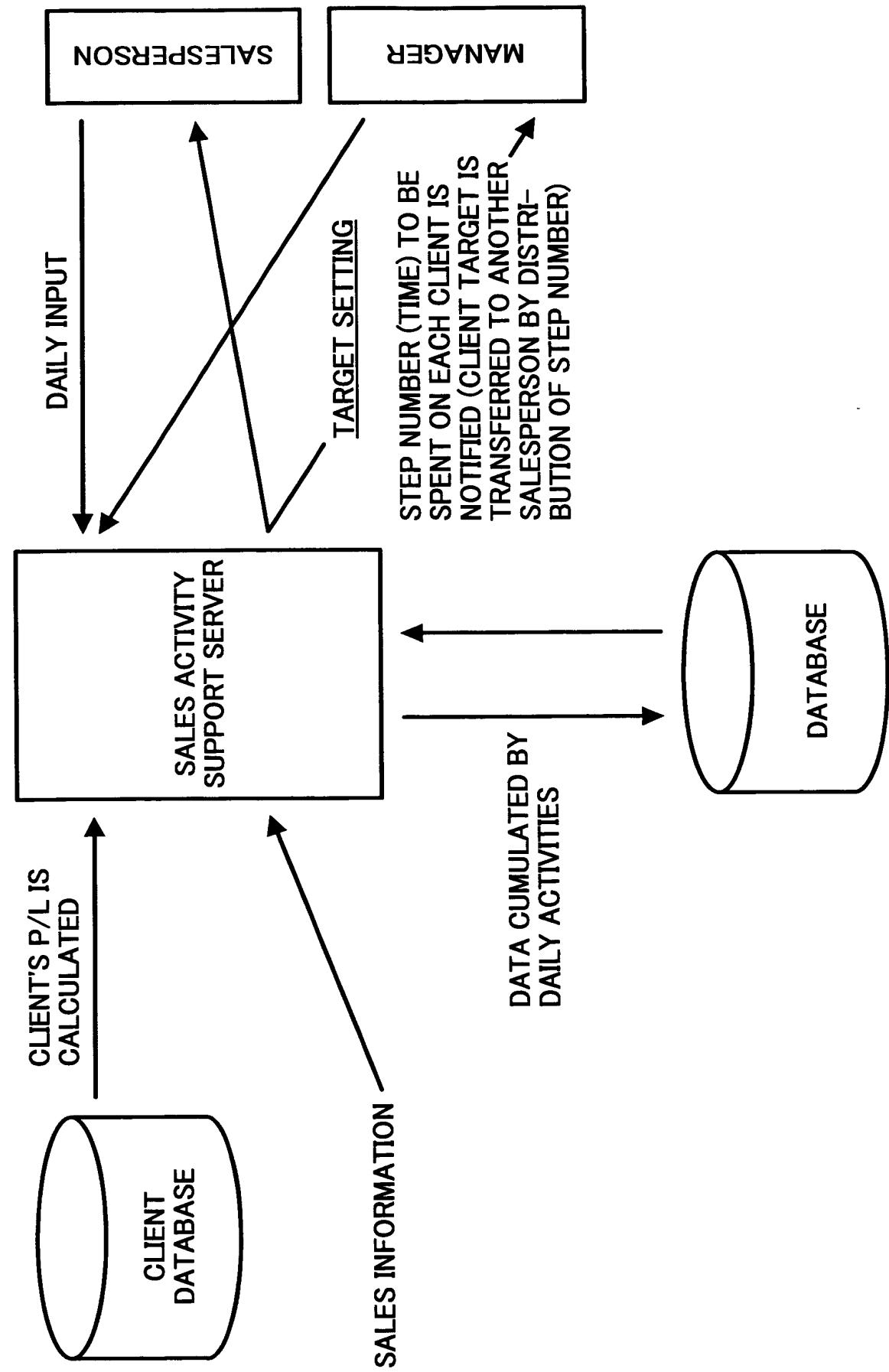
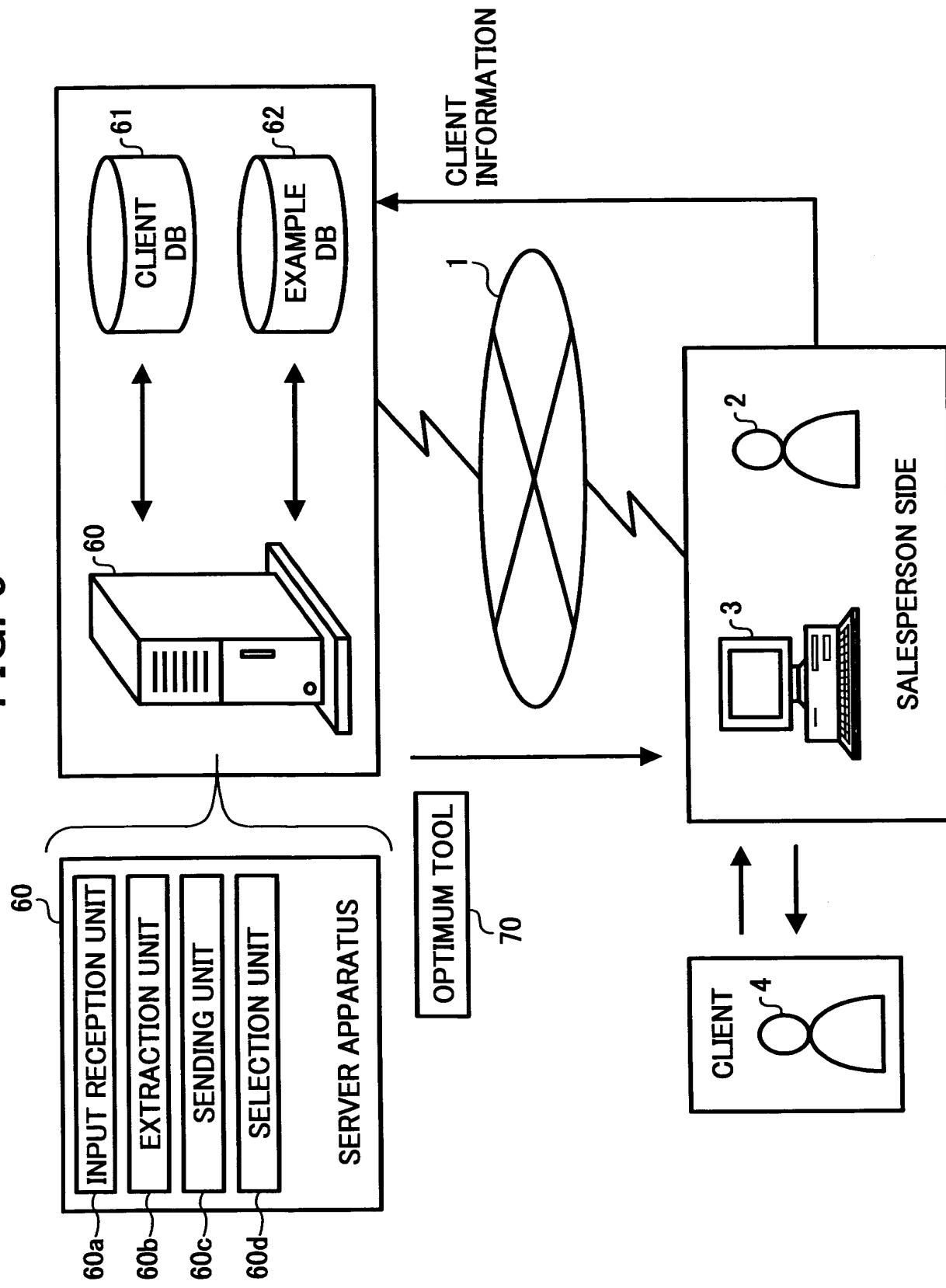




FIG. 9





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Title: SALES ACTIVITY SUPPORT SYSTEM . . .

# FIG. 10

70

## OPTIMUM TOOL

71

INDIVIDUAL INFORMATION  $\Rightarrow$  USER NAME : AB ELECTRONICS

71a  $\sim$  BUSINESS FIELD : MANUFACTURING INDUSTRY

71b  $\sim$  USED MACHINE MODEL : PPC (A COMPANY PP2002)  
(INCLUDING NUMBER OF MACHINES) FAX (B COMPANY FA202)  
PC (C COMPANY PC22)

71c  $\sim$  SCALE (NUMBER OF EMPLOYEES) : 400 EMPLOYEES

71d  $\sim$  INFORMATION TECHNOLOGY: LEVEL A  
INTRODUCTION LEVEL

72

## EXAMPLE

EXAMPLE A  $\Rightarrow$  USER NAME : CD ELECTRONICS

72a

EXAMPLE B  $\Rightarrow$  USER NAME : EF MANUFACTURING

72a

73

## CLIENT-RELATED INFORMATION

KEYWORD

73a

SALES TALK

73b

FIG. 11

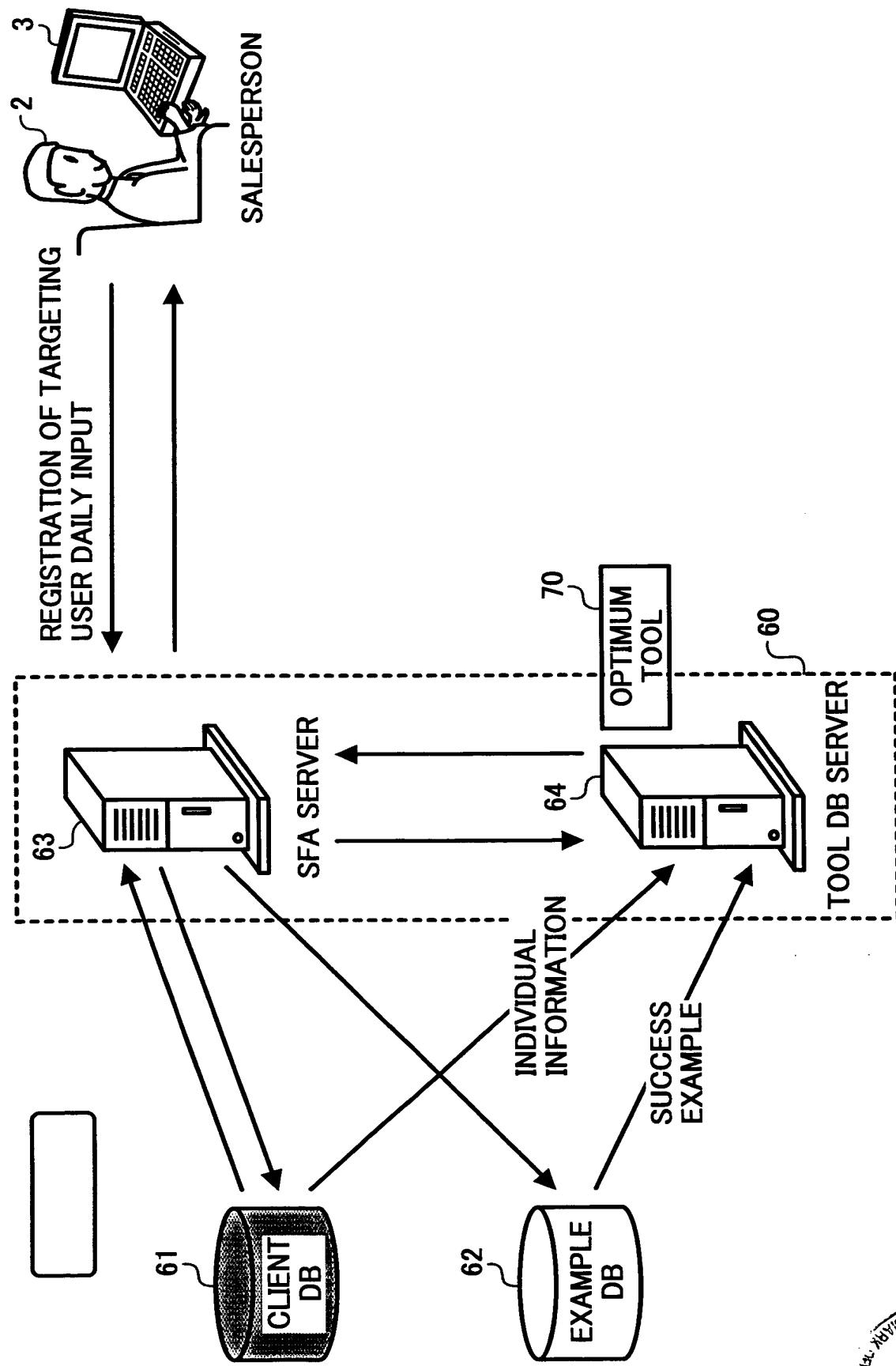




FIG. 12

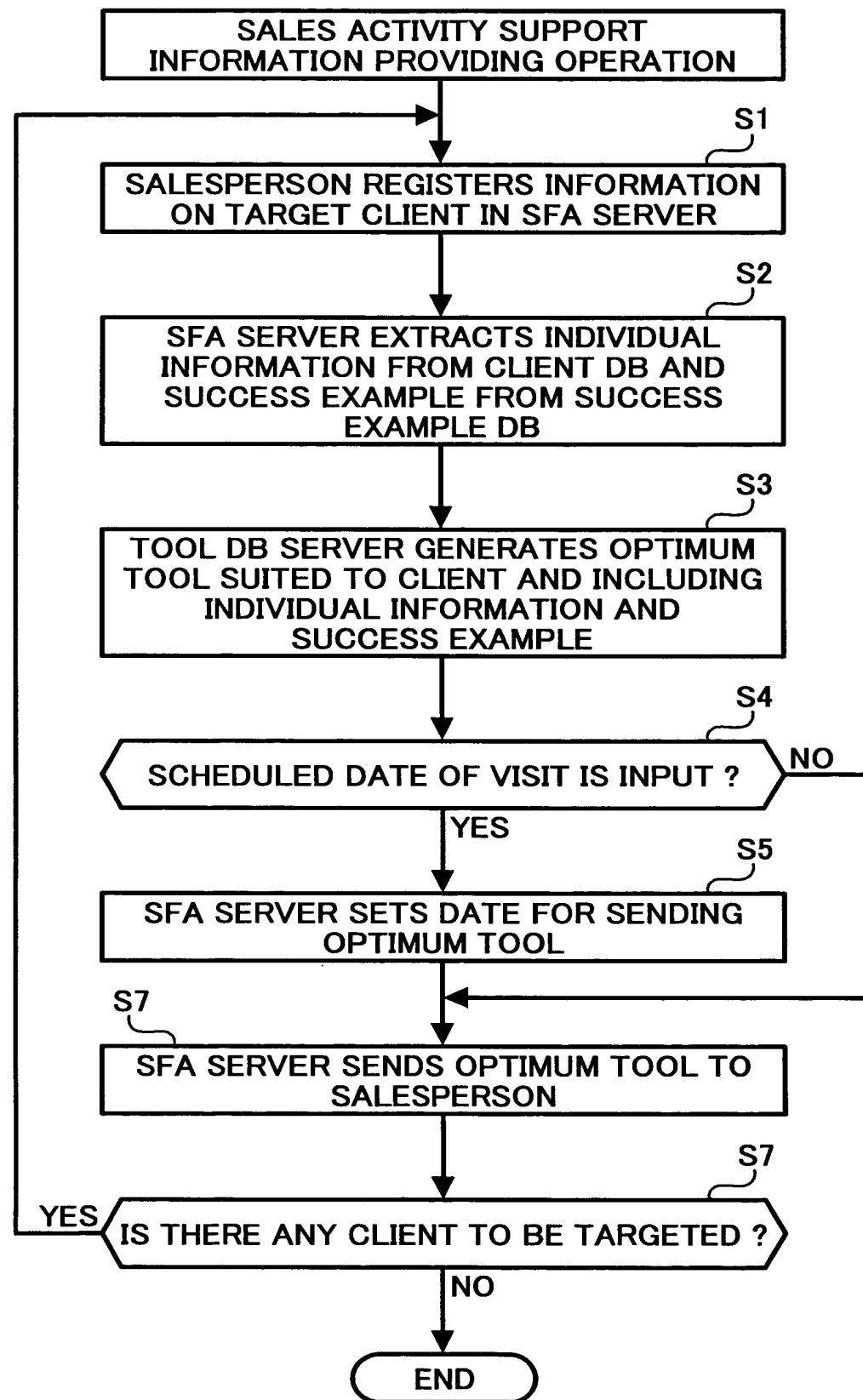
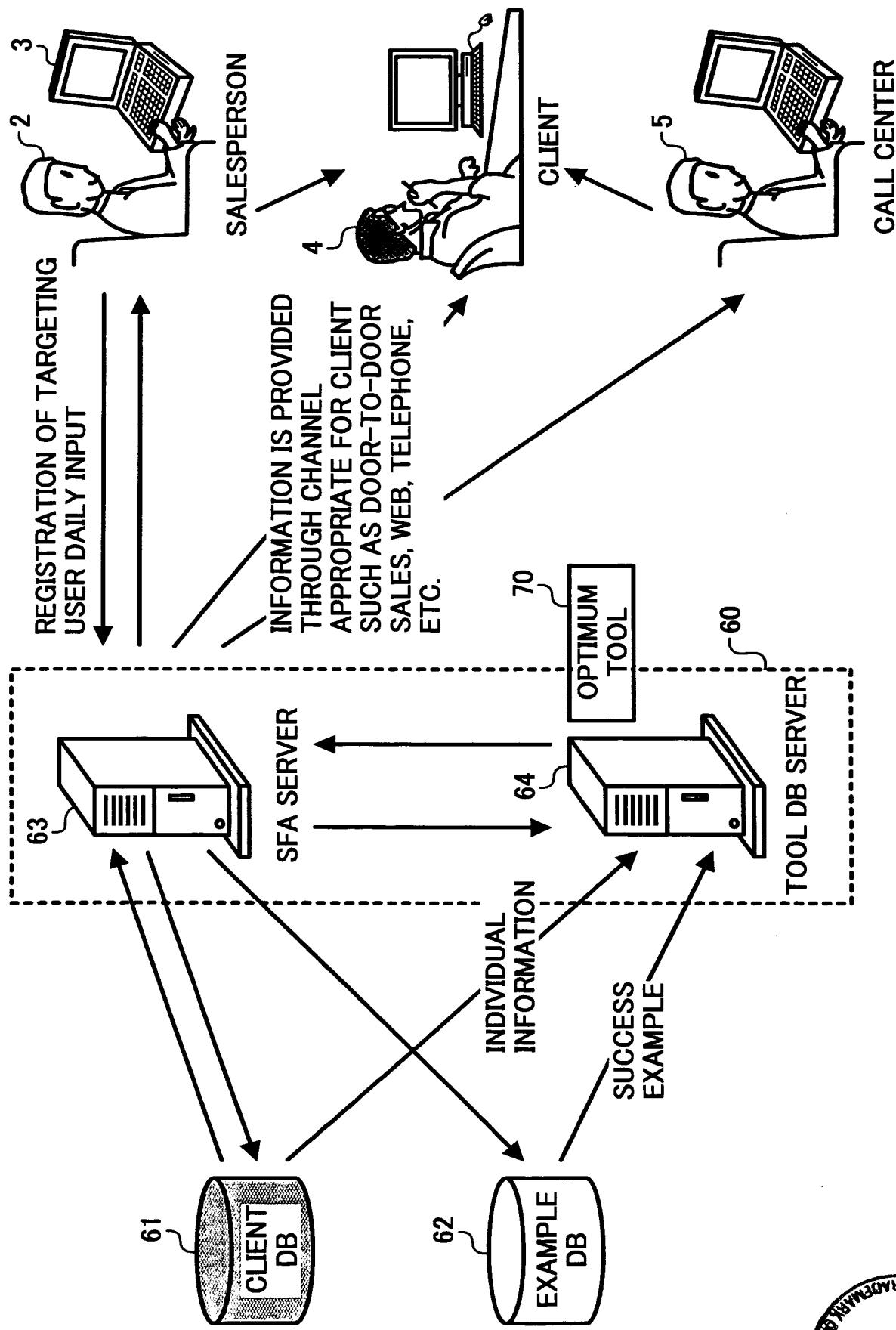


FIG. 13



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Docket No.: 116692004000  
Title: SALES ACTIVITY SUPPORT SYSTEM...



FIG. 14

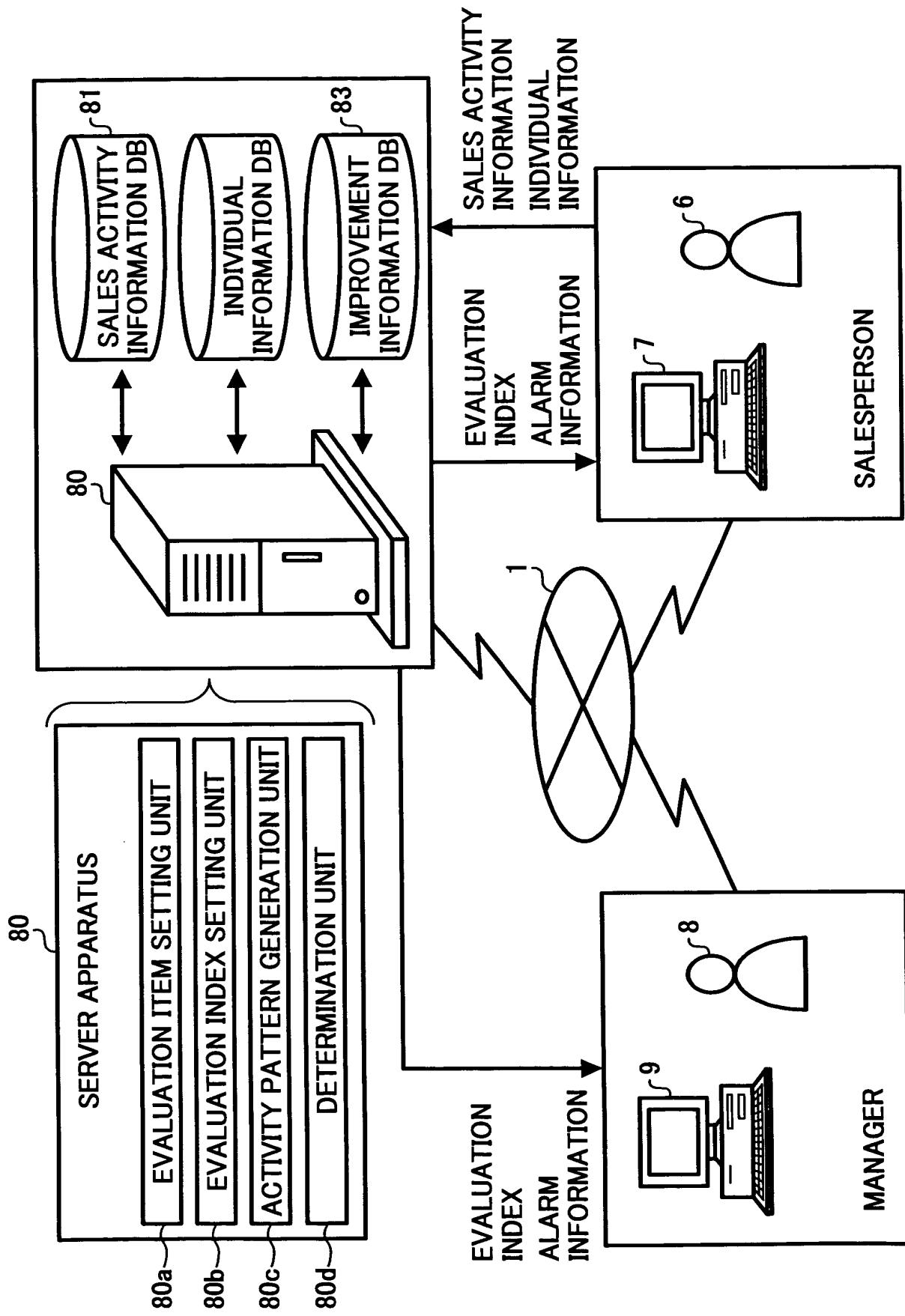




FIG. 15A

FIG. 15

FIG. 15A

FIG. 15B

CLASSIFICATION	KPI ITEMS
NEGOTIATION MATURITY LEVEL (BUSINESS DEAL MANAGEMENT)	NUMBER OF REGISTERED NEGOTIATIONS AT EACH START TIME MATURITY LEVEL
	NUMBER OF CREATED MATURITY LEVEL ACHIEVING PLANS AT EACH START TIME MATURITY LEVEL
	NUMBER OF NEGOTIATIONS FALLING BEHIND PLAN
	NUMBER OF STAGNANT NEGOTIATIONS
	NUMBER OF PERFORMED MATURITY LEVEL ACHIEVING STEPS
	EXPECTED ACHIEVEMENT AND TIME FOR NEGOTIATION IN PROGRESS TO LAND
	LEAD TIME AT EACH START TIME MATURITY LEVEL
ACTIVITY MANAGEMENT	NUMBER OF SUCCESSFUL NEGOTIATIONS AT EACH START TIME MATURITY LEVEL
	REGISTERED TIME SPENT ON EACH TYPE OF ACTIVITY
	ACTIVITY RESULT REGISTRATION RATE FOR EACH TYPE OF ACTIVITY
	RATE OF NEGOTIATION-RELATED ACTIVITIES
	NUMBER OF ACTIVITY STEPS FOR EACH NEGOTIATION SCALE
	RATE OF SETTING PRIORITY OF CLIENTS
	NUMBER OF GENERATED CLIENT WINNING SCENARIOS
	NUMBER OF ACTIVITY STEPS FOR EACH PRIORITY LEVEL



## FIG. 15B

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### EVALUATION METHODS

ADDING UP NEGOTIATIONS AT EACH  
NEGOTIATION MATURITY LEVEL

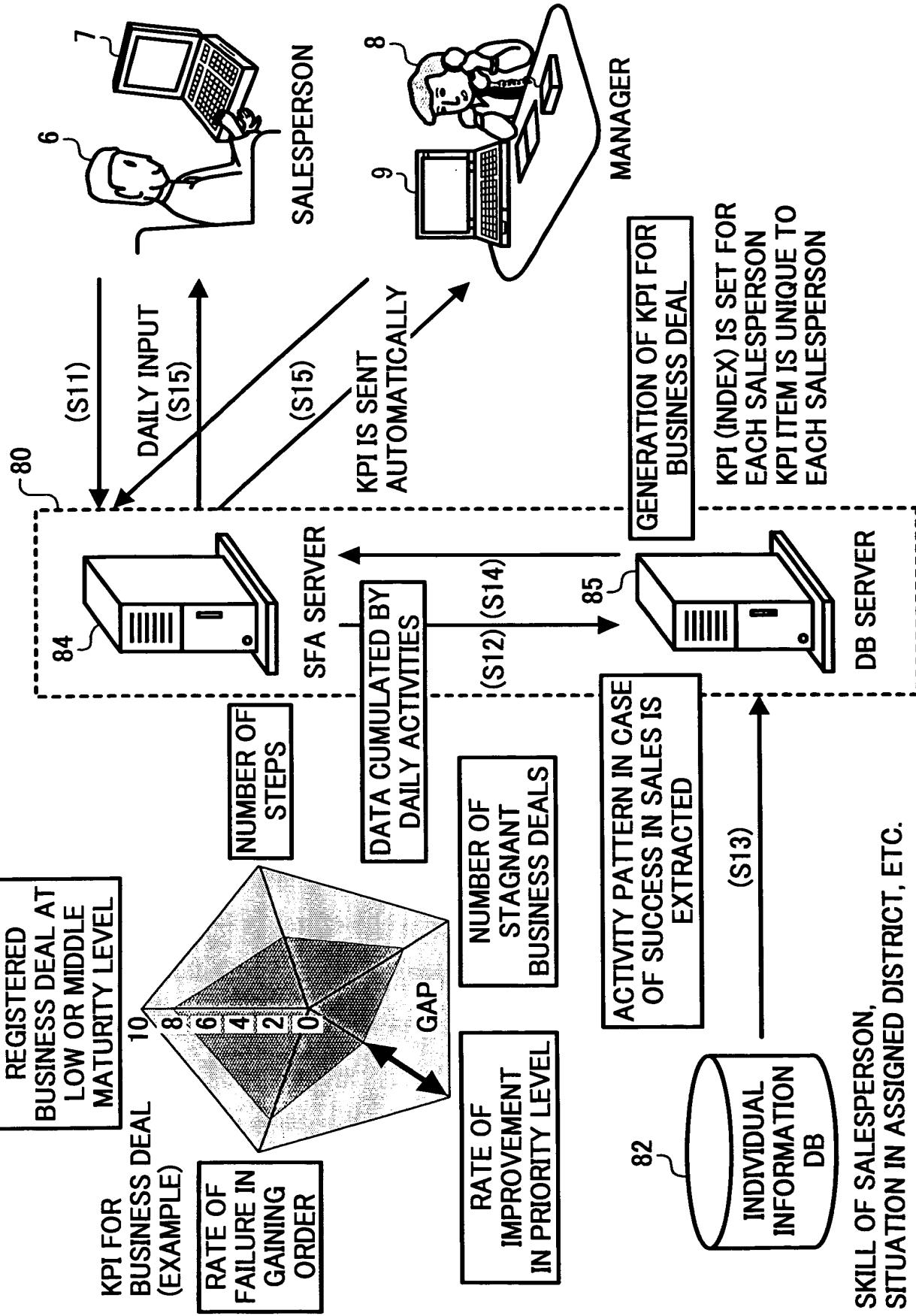
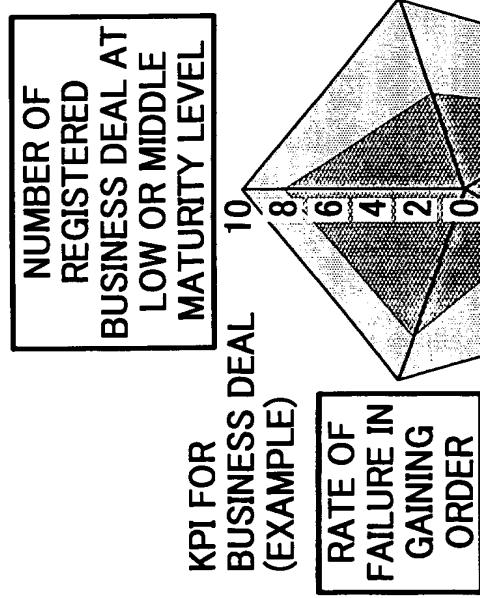
ADDING UP BUSINESS DEALS FOR WHICH  
MATURITY LEVEL ACHIEVING PLAN IS CREATED

ADDING UP TIMES SPENT ON EACH TYPE OF ACTIVITY

NUMBER OF INPUT ACTIVITY RESULTS/TOTAL NUMBER



FIG. 16



**FIG. 17**

